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"Newspapers are now engaged in more provable misrepresentations stirring war hate than in 1915-1916."

THE HIGH COST OF HATE

By
RALPH TOWNSEND

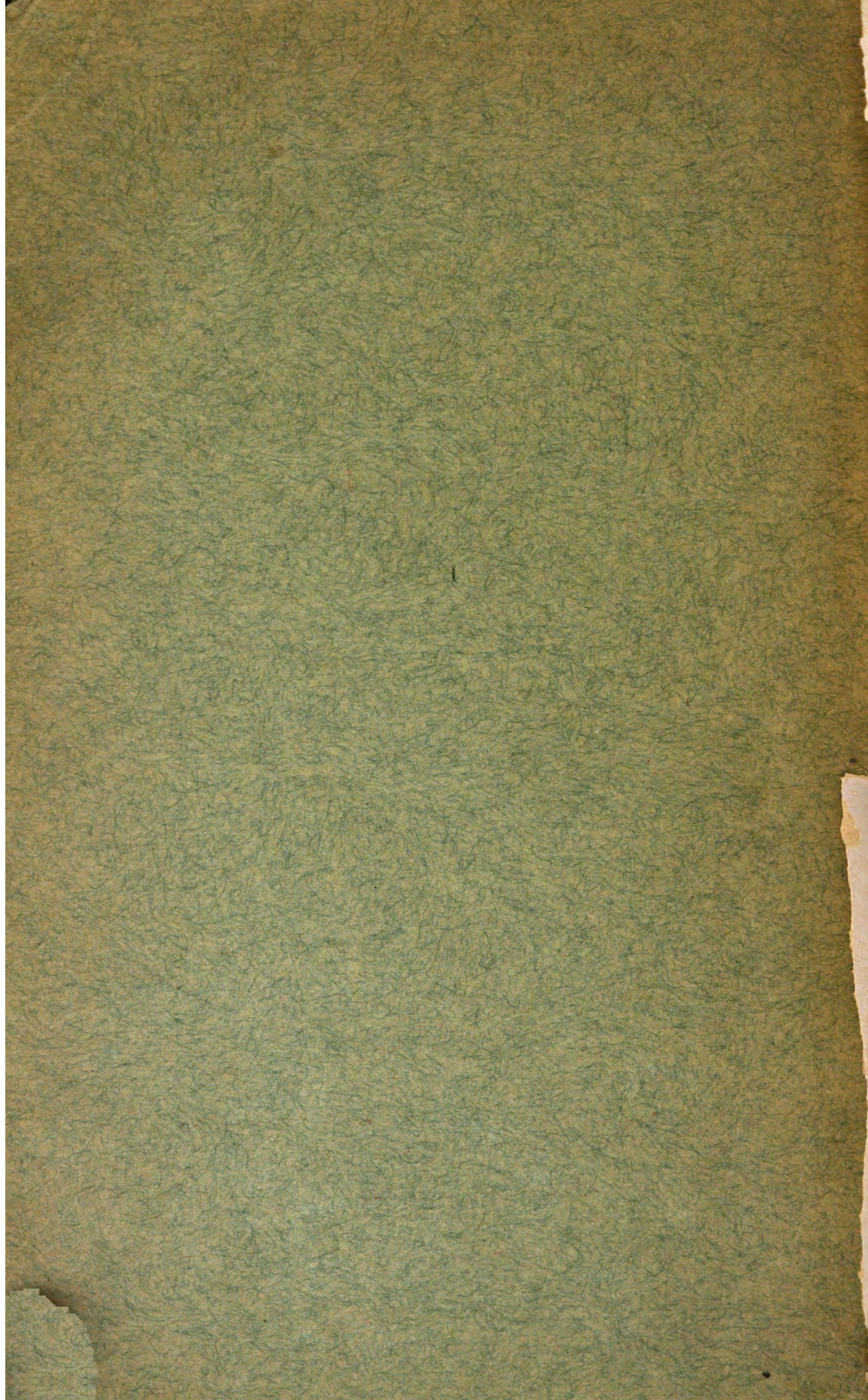
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DO YOU KNOW—

- ¶ Why the hate campaigners want us to fight three nations in particular?
- ¶ That there are more dictatorships on the side agitators want us to fight FOR than on the side they want us to fight AGAINST?
- ¶ That since 1922 the Soviet Union has come to dominate more formerly Chinese territory than has Japan?
- ¶ That despite faked war hate alarms about trade penetration in South America, Japan sells only 2.7% of South America's imports—that Japan and Germany together sell only 16.8%?
- ¶ What hate campaigns now cost you as an average citizen—apart from inviting war?

Read details inside

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THE
HIGH COST
OF HATE

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What is Behind the Campaigns of Organized Hate in America Now?

No nation is attacking the United States.

No nation is menacing a single inch of territory over which the American flag flies.

Every one of the important nations seems eager for friendly relations with us.

Every nation in the world wants to trade with us.

Why, then, are our papers so full of hate toward others?

We are particularly fortunate in having no strong nation as a near neighbor.

We have no unsettled boundary issues.

We have no minority clamoring for separation or annexation.

No other nation is so favored in having within itself most of what it needs, with immense surpluses of minerals, timber and land to relieve its population of the poverty which often breeds international trouble.

Of all the countries of the world America is the most blessed in these natural assets of peace.

Why, then, are our papers so full of hate toward others?

How to Read Newspapers

Hatred of others is not natural among average Americans.

The campaign to promote American hatred of other nations now is strictly a minority movement.

There are among us people who have never become fully American. They cling to Old World allegiances.

Instead of looking upon the hospitality and opportunities of America as the means of a new life, these people continue here their partisan ties with Old World issues of friction and strife.

They are now trying to get America involved in their foreign quarrels.

To gather support for this minority aim, they are conducting a tremendous publicity campaign to stir American hatred of nations they want us to fight.

Many of these alien-minded people are important advertisers. Newspapers and magazines depend on advertising revenue. Thus many editors seek to please them by running hate campaigns against any and all nations which the alien-minded advertisers don't like. They have deceived many sincere, loyal Americans.

That is one of the influences—the main influence—behind campaigns of hate and war talk in America now.

Controlled Press—

At the outset of any study of foreign affairs, it is necessary to recognize that the press of every nation is controlled.

Press control in different countries is by different forces and for different motives. But there is always control. America is no exception.

Does any intelligent person think that the uniformly tuned and co-ordinated newspaper campaigns which stirred America to war in 1898 and 1917 were mere accidents?

Press control may be openly governmental. It may be secretly governmental. It may be by finance or by the pressure of dominant advertisers. But there is always control—at least of a sufficient number of papers to dominate sentiment.

In America there is wide latitude of free expression—legally. But there are persuasive forces, operating in ways average readers do not suspect, to achieve here about as much suppression of unwanted news and as much invention of wanted news as in lands of official censorship.

How Editors Promote War Hate by Deceiving Readers

A powerful minority in America, well organized and well financed, wants us to fight three nations—Germany, Italy, and Japan.

Reasons for this aim will be discussed later.

Note that the majority of American editors, though they pretend peaceful ideals, are promoting this war hate drive in every way possible. Once enough hate is achieved the rest is easy.

The truth would not serve this war hate objective. Deception is being employed as abundantly now as in 1915-16-17.

Editors employing these deceptions say they are not controlled. In that case we must assume that their deceptions are entirely voluntary, and represent merely the instincts acquired in their past performances.

Dictatorships—

Hate campaign editors claim that they are engaged in their war talk against Germany, Italy, and Japan because those three nations are dictatorships.

Let us examine that claim.

Another interesting fact is that the dictatorships we are supposed to fight against—Germany and Italy—have never remotely approached the severities marking some of the dictators we are supposed to fight for, such as Chiang Kai-shek and Stalin, whom our editors genially list on the democratic side in world affairs.

It will be a marvellous battle array when we go forth under Field Marshalls Chester Rowell and Bernard Baruch to fight dictatorships—side by side with Dictator Stalin of Russia, Dictator Chiang of China, Dictator Vargas of Brazil, Dictator Batista of Cuba, Dictator Benavides of Peru, Dictator Carol of Rumania, and all the others.

Yes, sir, with those team mates and that generalship we should certainly be able to save democracy.

Which Are Democracies—

Old-fashioned readers think of a democracy as a land where government is by popularly elected officials.

That definition is out-dated. There are now two ways in which a country can be called a democracy in the majority of U. S. papers.

// **The quickest and surest way to be called a democracy is to make an alliance with the Soviet Union.**

// **Every single nation allied with Moscow today is called a “democracy” by the great majority of American newspapers and magazines.**

That is the law of journalism in America now. Our valiant editors may ridicule it—they may bellow the usual mouthings about dragging red herrings and so on—BUT—they can not name an exception to it. They faithfully obey it, and the papers which like to be considered “capitalistic” papers obey it as diligently as any others.

A dictator may seize power by the bloodiest of violence, and hold it by executing suspected political opponents while

he rules with sovereign personal power. But once he makes an alliance with Moscow, the land of his rule will be called a democracy in average American papers.

Of course our editors deny this. But their own papers prove the truth of it. The cases of China and Turkey, both severe dictatorships and both of which are allies of the Soviet Union, clearly illustrate this principle. Both are called democracies in average American papers.

Chiang Kai-shek used to be called a dictator, which he has been since he seized power in 1927. But when the drive to stir American hatred of Japan began in a big way, our papers ceased calling Chiang a dictator and began calling him Generalissimo.

The word dictatorship, note, is applied only to nations we are supposed to hate and eventually fight. Any nation allied with Moscow—whatever its form of government—is called a democracy.

An amusing example of this principle occurred last summer. Before the Munich pact, Rumania was viewed as more or less on the fence, and was reported to be wavering from day to day. Of course Rumania was a stern dictatorship all along. But on days that Rumania was reported as about to side with the Soviet Union, our papers referred to Rumania as a democracy. On days that Rumania was reported about to join the Hitler-Mussolini side, our papers referred to Rumania as a dictatorship.

Besides linking with Moscow, there is one other way a dictatorship can be called a democracy in America's controlled press.

This is by making satisfactory international arrangements in finance.

A number of Latin American dictatorships have made themselves eligible for the title of "democracies" on this basis.

Vargas, for Example—

Late in 1937 a man named Vargas made himself dictator in Brazil. At once American papers front-paged headlines that Brazil had become a dictatorship.

Then some emissaries from America, having very significant political and financial connections, held a few conferences with Vargas. What he said was not made public. But pronto—as quick as that—American papers began calling Brazil one of the bulwarks of democracy. Soon such magazines as *Current History* were referring to Vargas as battling for democracy.

He was as much a dictator as ever.

Why Three Are Hated—

When our editors do not seem to object to dictatorships in China, Brazil, Turkey and so on, nor object to wholesale closing of churches in Mexico, nor object to political penetration in Latin America by the Soviets, nor object to the acquisition of territory by France in North Africa in the 1920's, nor object to the grab of Mongolia from China in 1923 by the Soviets, nor object to air bombings by the British of Afghan frontier villages, nor object to the expulsion of minorities by Turkey, why do they so furiously hate Germany, Italy, and Japan?

Certainly the reasons our editors give for their war talk are provably false, for in every single particular the nations they praise have less favorable records than the nations they want us to fight.

We must find the answer for this hate campaign in what our editors do not tell us. What distinguishes the hated nations from the praised nations?

Only two characteristics mark the three nations our papers want us to hate and fight.

First, these three hated nations are strongly anti-red. Second, they manage their own money and resources, free of any international financial bondage. //

The rage of London and New York super-finance is understandable. Two of these nations have even fought wars without internationalist super-finance. Their ability to survive somehow without internationalist finance seems to have stirred as much fury as their intolerance of bolshevism.

To state the case briefly, our press hates every nation run strictly by its own people—where neither international bolshevism nor international finance is allowed a grip.

Of all the 53 nations with which we deal, there is no exception to this principle.

Labels—

Why do such hate campaigners as Chester Rowell write of the world's *trio* of dictatorships—as if only three existed?

In higher brackets, why does an NBC broadcaster refer to Europe's *two* dictatorships—meaning Germany and Italy—and then adroitly include the Soviet Union among the “democracies”?

It is quite clear what sort of democracy we are supposed to fight for abroad.

No falsities seem too obvious to be used in the hate campaign. Recently one tack has been to sensationalize the alarm that “dictatorships”—meaning Germany and Italy and Japan—were threatening “political penetration” in South America. That helped the war talk campaign very nicely. But to make it look right, it was necessary to hide somehow the fact that more than half the dictatorships of the world are in Latin America, and that even the scene of the conference, Peru, is a dictatorship as severe as Germany or Italy. However, the hate campaigners managed it. For example—

Said the San Francisco Chronicle, Dec. 25, 1938:

**"The 21 American Republics Form A
Solid Front Against Dictators"**

Said the San Francisco Argonaut, Dec. 9, 1938:

"If the Americans are to protect themselves and preserve the liberties of the 200,000,000 people who now enjoy freedom under the democratic governments which extend from the barren reaches of Bering to the Southern tip of Argentina, a powerful defensive union must be built up."

Considering that 14 of the 21 "republics" meeting at Lima were acknowledged dictatorships, and that even the host of the conference, Benavides, got power by a military coup on the assassination of his predecessor, the Chronicle and the Argonaut did pretty well.

Alien Penetration—

So far as nations we are supposed to hate are concerned, headlines about "alien penetration" in Latin America seems to have proved thin air.

The only specific instance at this writing of a Latin American government preponderantly devoted to an alien doctrine is Mexico—which is decidedly pro-Moscow, flies the red hammer and sickle flag profusely, and along with closing churches wholesale has embarked upon confiscations. Trotsky is reported well pleased there.

For the past two years or more, Mr. Henry Morgenthau has been subsidizing Mexico's red program with U. S. tax money. This is done by paying Mexico a fictitiously high price for silver—much higher than the world market price. Millions monthly of U. S. taxes have been thus spent. This helped Mexico through the hard times resulting from confiscating \$400,000,000 worth of private property in Mexico belonging to American citizens.

Evidently this Moscow brand of alien penetration is much to the taste of our editors. Few voice objections to it, even when it is subsidized by U. S. tax money. Their schedule calls for full attention to rumors of penetration, even rumors, which may be useful in war talk against the nations our organized minority wants us to fight—Germany, Italy, and Japan.

Trade Penetration—

Nothing shows more clearly how hard up our editors are for hate material than their headlines about Japanese and German trade competition in South America.

Actually, German and Japanese trade in South America is relatively slight, and even if it were large, that would be no crime. It is legitimate trade. But let us note the falsities of headlines for hate on this subject.

According to Turner Catledge of the New York Times, whose figures this writer from other studies accepts as reliable, Japan sold only 2.7% of Latin America's imports in 1937, while Germany sold only 14.1%.

The United States sold 34.4% of Latin America's imports in 1937—or more than twice as much as both Germany and Japan combined.

That is what the horrible trade penetration of Germany and Japan amounts to—in figures.

It is amusing that newspapers which condone red Mexico's confiscation of \$400,000,000 of U. S. property—and seem to approve even using U. S. tax money to pay the costs of such confiscation by red Mexico—run giant headlines of alarm over legitimate trade competition by any anti-red nation involving but a fraction of that sum.

Amusingly, too, newspapers which seem enthusiastic for abolishing "economic royalists" corporations here in America are terribly concerned over the profits of such corpora-

tions abroad—when talk of such can be used in the war hate campaign against anti-red nations.

Moral Superiorities—

Anybody who seeks to establish that the nations we are supposed to fight for are morally superior to the nations we are supposed to fight against will have a hard time—if he goes into facts instead of relying on the headlines of newspapers engaged in a campaign to stir war.

Only fragments of evidence can be indicated here. But consider for example the “aggression” claim. Actually, the Soviet Union since 1923 has come to dominate more square miles of formerly Chinese territory than Japan—with less provocation. In 1923 the Soviet Union by force of arms annexed from China all Outer Mongolia—larger than Manchuria—and has since dominated most of Western China.

Our controlled press does not dwell on this—nor upon the Soviet Union’s eleven other wars of conquest. The schedule calls for concentrating hate on nations our organized minority wants us to fight, and omitting any facts derogatory to nations we are supposed to aid.

From France’s invasion of the Ruhr in the 1920’s to try to collect a debt from a Germany already looted by international finance, and expelling 140,000 German men, women and children from their homes on a few hours notice—on through Britain’s imprisonment and shooting of thousands of persons in British India for their political demonstrations—we find as much or more which might be sensationalized on the side we are supposed to fight for. Indeed, if we consider the slaughter of millions in Soviet Russia, the side our war mongers want us to fight for is sadly worse than the side they want us to fight against.

Internationalists of Britain and France are again filling America with their agents—the old 1915-16 racket—posing as lecturers. They plead that they stand for “ideals.” We

remember some samples. Within a few days after solemnly concurring with Woodrow Wilson that the World War was for "ideals," and that they abjured territorial aims, the British and French governments made a secret pact (Treaty of St. Jean de Maurienne) in which they carved up the map of Africa and Asia Minor—dividing up territory they could get with U. S. aid in winning the war. Details of that came out two years later at the Peace Conference.

After a starving Germany surrendered in 1918 on condition that the food blockade be lifted at once, Britain and France continued the blockade many months—far into 1919—until 800,000 Germans, mostly children, perished of starvation.

Those are samples of the ideals we helped France and Britain achieve 20 year ago. The British and French peoples were not guilty of those and countless similar crooked deals which Americans aided. The guilty were Lloyd George and many others—of the same identical bunch now pleading about "ideals" in co-operation with schemers here who want to involve us in another war for similar "ideals."

Mr. Anthony Eden is sent over here by the British internationalists to express his pious horror of dictatorships. He does not mention and our controlled press carefully conceals the fact that through his whole term in office he worked for aid and ever more aid to Dictator Stalin.

Coincidentally with defaulting on debts to America in 1938, Britain advanced a sum stated to be \$40,000,000 to Dictator Kemal of Turkey to secure his aid in a political deal. In December of 1938, immediately after pleading no funds for a payment due America, Britain advanced \$25,000,000 to Dictator Chiang Kai-shek of China in another political deal. The totals of aid to Dictator Stalin have not been made public.

That is how Britain's horror of dictators works.

Question—

Perhaps Chester Rowell and others active in the war talk "to halt dictatorships" will be good enough to explain why they refer to the group of nations they want us to fight for as the "democratic group"—when more than half the nations composing that group are severe dictatorships—the pivotal figure of which is the Soviet Union.

What Was Omitted—Why?—

In the official report of the American court of inquiry into the sinking of the Panay, released for Dec. 25, 1937, Paragraph 29 stated that Japanese units on shore worked frantically to signal the Japanese planes that the Panay was an American ship, and that several Japanese soldiers were wounded as they rushed along the bank waving flags in an unsuccessful effort to establish communication with the Japanese bombers.

Hate campaigners in America naturally worked the Panay sinking to the limit, with declarations that it could not have been a mistake, was a deliberate act of aggression, etc.

In the Naval Court release as published by the San Francisco Chronicle and other hate campaigning newspapers, Paragraph 29 and all references to the signalling efforts of the Japanese soldiers were left out.

Why?

Panay Pictures—

From the Naval Court inquiry we learn that the Panay carried American flags, as it would have naturally done under the circumstances, to show its nationality. In what were alleged to be pictures of the Panay just before it sank, apparently the photographs did not show the flags, or did not show them distinctly. To support the headlined stories about the "huge" flags on the Panay, it was necessary to doc-

tor the photographs by painting the flags on the pictures of the ship before reproducing the pictures in America.

As reproduced in various hate campaigning newspapers and magazines, the deck house flag in one picture showed four white stripes, in another picture six white stripes, in another five white stripes.

Yet these were supposedly pictures of the same flag on the same ship on the same occasion by the same photographer from the same angle.

The editorial deception deserves attention. It is a sample of prevailing editorial tactics.

Do Americans want to cross oceans to live in muddy trenches and be shot at to gratify a scheming internationalist minority which aims at promoting conflict by such deceptions?

Do Americans want to ruin our own trade by boycotts aimed to aid nations whose records are as bad or worse than those accused—all to gratify schemers whose reliance is deception?

Abundant specific facts could be cited to show how the naming of the "aggressor" nation is likewise manipulated, by concealment of news and inventions of news, to stir American hatred of nations our organized minority wants hated. Space precludes that here. Briefly, it may be said that on a basis of facts now known, but nowhere published, the China war was provoked largely by agitators sent from outside for that particular purpose. When details are revealed, if ever, the American public will have something to open its eyes over.

Simple Figures of Orient Trade Dispel Many Popular Fancies

For those of us who live on the West Coast, trade with the Orient is of paramount importance.

Before considering realities, it is necessary to correct some of the falsities spread by elements eager to stir hate.

The "Slammed Door" Claim—

As an example of common inaccuracies, consider such an article as appeared in the Saturday Evening Post of May 7, 1938, by Carl Crow. He presented an alarming tale of how Japan has "slammed the door" against American products in Manchukuo.

As another sample of dispatches on which many editors write hate spiels, a United Press dispatch of Nov. 22, 1938, in the San Francisco News, purports to tell of the "rapid decline" of U. S. trade in Manchukuo since Japanese control came there in 1931.

They Strangely Omit Figures—

Note that in these and similar rantings, no specific figures are offered. They don't show just how and wherein our trade has "declined" in Manchukuo.

Why are exact figures omitted?

Would it not be natural, in talking of how trade has "declined", to tell how much and when?

Light on the Subject—

U. S. Dept. of Commerce bulletins help explain why the sensationalists do not quote figures when talking about the "decline" of our Manchukuo trade.

These official figures show U. S. sales in Manchukuo to be **RISING**, not declining.

Getting at Facts—

To keep up the diplomatic pretense of not recognizing the existence of Manchukuo under its Japanese-affiliated government, the U. S. Dept. of Commerce lists our exports to Manchukuo under the heading of "Kwantung."

Kwantung is an area at the southernmost end of Manchukuo. It contains the port of Dairen, through which most of our exports to Manchukuo enter. Thus, using the name Kwantung as a substitute for Manchukuo conceals from all but a few people the fact that we are selling goods in Manchukuo. Manchukuo is not supposed to exist.

But for practical purposes our exports to "Kwantung" are one and the same as our exports to Manchukuo. A little trade from America may enter at other ports. At times a little of what we have sold may have been consumed in the small area of Kwantung itself.

But our Kwantung export figures are close to the totals of our complete sales in Manchukuo. Foreign trade officials consider them as such.

Department of Commerce Figures—

On page 36, U. S. Dept. of Commerce Bulletin No. 839, we find authoritative data:

Here are the figures:

Average annual sales of U. S. goods in Manchukuo, 1926-30, when that country was under Chinese dictatorship rule.....\$7,531,000.

Sales of U. S. goods in Manchukuo in 1937, the last year reported since Manchukuo affiliated with Japan\$16,061,000.

Thus U. S. sales in Manchukuo in 1937 were more than DOUBLE our sales there in an average year when Manchukuo was under Chinese dictatorship.

Consider the Source—

Those figures are not taken from Japanese sources. They do not emanate from any propaganda office. They are not mere jottings from some individual writer.

Those figures are from the United States Department of Commerce, Bulletin No. 839, page 36. They were com-

piled by career men in our trade service. They were published by the United States Government Printing Office. And nobody of any political party has accused our government of juggling figures to favor the Japanese.

Question for Readers—

Note once again that our sales in Manchukuo were DOUBLING while editors in the hate campaign all over America were busy with war talk on the claim that Japan had caused a *decline* in our sales in Manchukuo.

What was the record of YOUR daily paper in this drive to stir hate by deception?

The figures on our Orient trade are available in reference volumes kept in every newspaper and magazine office. Hence persistent misrepresentations of facts on the subject denote an editorial willingness to LIE Americans into foreign trouble, as in 1898 and 1917.

Test Your Paper—

For your own satisfaction, check up on your daily paper. Get your paper's statements about Japan's slamming the door against U. S. trade. Then get exact figures from Washington.

If you catch your editor lying in this particular for the sake of promoting hate, when he has the correct data at hand in his own office, you can be sure he is not reliable in anything.

Now and then editors called to account by disgusted readers have claimed their utterances were mere "mistakes." That is a pretty thin excuse, considering the violent positiveness with which these editors have poured out their falsities month after month in the big hate campaign to stir trouble with Japan. Their excuse looks even thinner when we know that within arm's reach of every editor there are almanacs and other references containing correct data.

It is certainly remarkable that the "mistakes" of these editors, if they are that, are always of a sort to help stir hate against one of the nations our organized internationalists want us to fight.

"America's Vast China Trade" Is an Obvious Newspaper Myth

Common newspaper sensationalism instills in uncritical readers the notion that America's sales to China are something colossal, something which if lost would practically impoverish the United States.

Instead of leaving this to mere generalities, why not look into the specific evidence?

Worth of China Sales to U. S.—

Consulting U. S. Department of Commerce Bulletin No. 839, Table 18, here is what we learn:

In the four-year period 1926-30, our total sales in China amounted to only 2.2% of our world trade.

Our average sales annually to China during those years, a boom period for U. S. exports, were only \$109,021,000.

Now if every dollar of that were pure profit, the entire annual value of all we sold in China in an ideal boom period is thus less than the cost of two battleships.

Army men say it would cost 50 billion dollars—FIFTY BILLION DOLLARS—to fight Japan. So if we fought Japan for trade reasons, as some of the war mongers imply that we should, to "preserve" our China trade, such a war could cost more than all our sales in China by the above average during 458 years.

Figuring Profits—

But the period 1926-30 was not average. Nor is all the income from our China trade profit. If we assume a 10%

profit, that is very liberal. The years 1935-36 are better suited to computing an average of our sales to China in normal times than 1926-30.

The average of our annual sales to China in the two years 1935 and 1936 was \$42,486,000. To allow a liberal profit estimate, take 10% of that, to get at our reasonably estimated profits on sales to China in a normal year.

We see that 10% of a *normal* year's profits on what we sell to China is \$4,248,600.

That approximates, then, the computed real worth of our sales to China in a normal year.

Now remember that fighting Japan would cost FIFTY BILLION DOLLARS.

So fighting Japan would cost as much as the REAL WORTH of our sales to China for nearly TWELVE THOUSAND YEARS.

Is that the scheme our sensational papers and war-mongering speakers are clamoring for?

In talking about the terrible threat to our China sales, why do they avoid figures which would reveal the relative insignificance of what we sell to China?

These figures are readily available. Most of them may be found in the World Almanac, which every newspaper office possesses.

Isn't it a bit peculiar that in all the hundreds of sensational articles about Japan's "threat" to our supposedly vast China trade, the hate-campaigners so neatly dodge specific details?

Consider the Source—

The writer desires to call attention to the fact that the foregoing figures do not express mere opinion. They happen to come from our own government. They were compiled by our career trade specialists.

If the figures are to be called Japanese propaganda, Nazi propaganda, Fascist propaganda, Big Business propaganda, or what not, please address objections to our Department of Commerce, not to me.

The sole interest of this writer in the issue is to call attention to some of the obvious deceptions by which a certain scheming element seeks to involve America in trouble abroad.

The hate-campaigners seem anxious to have us fight for supposedly vast trade in China. It is evident that this trade is not vast. It is further evident that it is not exactly economical to fight for it even if it were threatened. It is additionally evident that the trade is not at all threatened, and that our trade provably increases where Japanese influence grows.

More Facts and Figures—

The value of our Japan sales is several times the value of our sales to China. Cutting off Japan via sensational hate campaigns would thus cause us to lose an important customer for a very poor customer. There is no need to cut off either. We can trade with both and maintain cordial relations with both so long as they pay their bills.

One fact in connection with our China trade should be better understood. It is this. We spend more to keep our China trade than that trade is worth.

It is estimated that keeping our fleet of gunboats in China, to protect our citizens during China's interminable civil wars, and also to guard our ships from raids by Chinese along China's pirate-infested coasts and rivers, costs America about \$25,000,000 per year. We have not had this expense in dealing with any other country, because no other country has for so long a time been so completely lawless.

Remember that the profits on our China trade in normal years, even allowing the generous estimate that we

made a ten per cent profit on all we sold, gave us a clear return of only \$4,248,600.

So if we spend twenty-five million dollars a year for a net return of four and a quarter million a year, our armed protection for our trade in China costs about FIVE TIMES what our China trade is worth to us.

Our China Losses—

While we are on the subject, it is pertinent to note that through recent years—the last 25 years or so—Americans have donated to China, for schools and hospitals, from \$5,000,000 to \$10,000,000 per year.

We have contributed to China in philanthropy more in many years than the profits on our trade with China were worth—even allowing the most generous estimates of 10 per cent profit on all we sold there.

Add this to the estimated \$25,000,000 per year for keeping off Chinese pirates, etc., and you begin to see the myth of this “vast China trade” value to us.

Note that Chinese millionaires, who by the way are numerous in China’s big cities, commonly give little or nothing to the schools and hospitals so generously subscribed to by Americans. Chinese raising money come to wealthy Americans—practically never to the wealthy of their own country, who entertain ideas of such matters quite different from ours.

These comments are not intended to cast reflection on the magnificent American spirit of generosity. But this subject of China has been brought up and sensationalized, with many deceptions, by an element desiring to involve us in Asia.

We might as well have some clear facts on the matter.

And this fact above all others stands out: As a commercial relation, China has been far more of a loss than

a gain during the two generations we have had diplomatic relations with that country.

It is therefore completely absurd to talk about the terrible loss with which we are threatened in respect to sales there. The sales are insignificant. The entailed cost of them, in gunboats and garrisons in China, has greatly exceeded any imaginable value.

Furthermore, our trade is not threatened with extinction. The prospects are better than ever if common sense prevails in America. Japan does not produce the items constituting our main sales in China. Japan is therefore not likely to displace us in these items.

Here are some comparisons which disclose how much foundation there is in the claim that Japan is going to ruin our sales prospects in the Orient. Figures reported by U. S. Dept. of Commerce.

	Total China bought from the U. S.	Total Japan bought from the U. S.
In 1937	\$ 49,697,000	\$288,378,000
In 1936	\$ 46,819,000	\$204,348,000
In 1935	\$ 38,156,000	\$203,260,000
In 1934	\$ 68,667,000	\$210,480,000
In 1933	\$ 51,941,000	\$143,434,000
In 1932	\$ 56,200,000	\$134,500,000
In 1931	\$ 97,900,000	\$155,700,000
In 1930	\$ 89,600,000	\$164,700,000
In 1929	\$124,163,000	\$259,127,502
In 1928	\$137,661,000	\$288,158,000

Note that Japan's purchases from us have tended to mount steadily through recent years. In 1935 Japan bought roughly five times as much from America as China bought—in 1936 more than four times as much—in 1937 nearly six times as much.

In 1937 Japan was the only one of our front rank customers to surpass its 1929 purchases from us. Several million dollars of this was reported to be for airplanes and parts, but upon the whole very little of what Japan bought was warstuffs. We sold more warstuffs to China.

Less Hate Propaganda and More Arithmetic America's Need Now

Figures already quoted show some of the deceptions spread by the hate-campaigners. While they have been clamoring about Japan's "slamming the door" against our products in Manchukuo, our own government figures show our sales there to have DOUBLED.

Our sales in Manchukuo doubled in 1937.

But that was an exceptionally good year for us there. Let us take the annual average over a representative period.

Consider the Average—

Let us consider our average sales in Manchukuo for the last three years under Manchukuo's Japanese-affiliated regime and compare this with our sales there during the last years of Manchukuo's Chinese dictatorship regime.

On this basis we shall obtain a balanced perspective of sales trends. Naturally the years during fighting in Manchukuo, 1931 to 1933, were not good years for our exports. The period beginning in 1935, after the Japanese had brought a measure of law and order to the country, should provide an index of our prospects under Japanese influence there.

Here are some figures, taken from U. S. Dept. of Commerce Bulletin No. 839:

Annual average of U. S. sales in Manchukuo

1926-30, during Chinese dictatorship regime \$7,531,000.

Annual average of U. S. sales in Manchukuo

1935-36-37, since Japanese-affiliated regime \$7,930,333.

Thus we see that comparing the last years of Manchukuo's Chinese dictatorship regime with the last three years of the Japanese-affiliated regime, we have averaged roughly \$400,000 MORE in annual sales than formerly.

Does that look as if Japan had "slammed the door" against U. S. products in Manchukuo?

These figures, to repeat, are taken from U. S. Department of Commerce records. They were compiled by our career trade men.

Looking at Record—

In order to get a broader perspective of our sales in Manchukuo, let us look backward a few years into the boom period of U. S. exports, 1928-29, then follow this through the lean years of the world depression and the conflict in Manchukuo, then into our better recent totals there. Figures taken from World Almanac.

Totals of U. S. sales in Manchukuo by years:

1928.....	\$ 6,246,000	1933.....	\$ 2,691,000
1929.....	11,842,000.	1934.....	3,938,000
1930.....	6,404,000	1935.....	4,188,000
1931.....	2,176,000	1936.....	3,542,000
1932.....	1,186,000	1937.....	16,061,000

Japan occupied Manchukuo in 1932.

Facts to Note—

Note that from 1933 to 1934, just after Japan's occupation of Manchukuo, our sales there rose nearly a third, though the country was still suffering from the upheaval of recent strife, and though world trade in general was then still in a serious slump.

In the period 1935-36 our sales to Manchukuo were off about 53% in comparison with the best boom years from 1926 to 1930.

But in China, where there was no Japanese control, our 1935-36 sales were off about 65% in comparison with the same boom period.

We shall discuss the basis of these percentages in detail presently.

Our sales in Manchukuo in 1937 were exceptionally high. Possibly war between China and Japan in the last half of that year stimulated sales. This writer does not know.

To get a representative index let us see what peaceful years show. Let us take 1935 and 1936. These years were relatively normal for both China and Manchukuo. Let us compare these trade years for both countries with boom years for both countries prior to Japan's occupation of Manchukuo.

We shall see whether China or Japanese-affiliated Manchukuo registered the greater gain for U. S. sales. To avoid the mixup of counting our Manchukuo sales as part of our China sales for years when Manchukuo was considered part of China, we have made a separate calculation of our sales in China Proper, that is, outside the area of Manchukuo, for 1928-29.

Here Are the Results—

Pre-depression boom year sales of U. S. goods were as follows:

In Manchukuo, 1928.....	\$ 6,245,000
“ “ 1929.....	11,842,000
In China Proper, 1928.....	\$131,415,000
“ “ “ 1929.....	112,322,000

Now let us look as a relatively normal period for both countries, after Japan occupied Manchukuo. Here is our sales record:

In Manchukuo, 1935.....	\$ 4,188,000
“ “ 1936.....	3,542,000

In China Proper, 1935.....	\$38,156,000
“ “ “ 1936.....	46,819,000

Here is the significant fact:

America's sales in Manchukuo, under Japanese influence, recovered in the 1935-36 period to within 42.7% of our pre-depression boom total of 1928-29.

Meanwhile our sales in China Proper, NOT under Japanese influence, recovered in the same period only 34.8% of our pre-depression boom total of 1928-29.

Thus, even if we do not include 1937, an exceptionally high year which doubled our sales there over the Chinese dictatorship period average, we see by any system of comparison that our trade has prospered more in Japanese-affiliated Manchukuo than in China.

To Summarize—

U. S. sales in Manchukuo in 1937 more than doubled the 1926-30 Chinese regime average.

U. S. sales in Manchukuo for the three-year period 1935-36-37 exceeded the 1926-30 annual average, though the 1926-30 period was a boom time for our exports all over the world.

U. S. sales in Manchukuo for two representative years of peace, 1935 and 1936, were 8% ahead of our sales in China from the standpoint of recovery from the depression.

Do such figures indicate that Japan is slamming any doors against us where Japanese influence prevails?

Comments—

As mentioned, the foregoing figures are from U. S. Department of Commerce tables. Most of them are to be found in Bulletin No. 839, on page 36. Others, quoted from the Department of Commerce, may be handily consulted in the World Almanac under the articles dealing with various countries and in the article on America's world trade.

Readers are reminded that our government does not recognize Manchukuo, and thus the only readily available figures on our sales there are to be found under the heading "Kwantung," which designates the part of Manchukuo through which most of our direct exports enter.

The Japan Year Book lists our sales in Manchukuo under the name of that country. In the Japan Year Book, our sales are quoted in yen. The yen has fluctuated in dollar value, so percentages of sales by years, etc., computed in yen, vary from those computed in dollars. Also, the fiscal year for trade calculations is apparently not the same as America's, beginning at a different time of the calendar year. But conclusions are the same.

The writer has chosen American official figures for the reason that American readers know of the care with which these are compiled, so far as foreign trade is concerned. Japan Year Book figures in yen are perhaps more exact. As mentioned, some American trade may enter Manchukuo at points other than in Kwantung. Such extra entries would give our sales there an even greater total.

Though our press was headlining all sorts of sensationalism about Japan's "slamming the door" against us from the time Japan occupied Manchukuo, it is notable that as soon as order was restored, from 1933 to 1934, America's sales there increased by about a third, whereas the sales of Germany, which Japan was supposedly favoring, increased by only a fifth.

But it is remarkable that Japan did not in reality slam the door against U. S. products. In practically every American paper for the last 20 years Japanese have read almost nothing but hate campaign lies and war talk.

Our hate campaign papers have shouted lies about Japan's slamming the trade door on us at the very time our sales in Japanese-controlled lands have been increasing by leaps and bounds.

Many American tourists have carried this hate propaganda with them, and engaged in loud denunciations, insulting to Japanese, in the trains and hotel lobbies of Japan, while they were being treated very courteously by the Japanese people.

It is a wonder we have any trade at all where Japanese are in control. But the Japanese still rank third in importance among our customers. If this hate-promoting continues in America, however, it is going to affect our sales very seriously. The Japanese will look elsewhere for sources of supply. They will buy where hate and war talk are not organized on such a professional day and night basis as at present in the United States.

If Japan is driven to trade elsewhere, America will lose more than Japan. Because for every \$1.00 we spend for these goods, Japan spends \$1.44 here.

U. S. Trade Prospects in China Bright if Sense Rules America

We have seen by our own government's official figures that American trade has not been shut out of Manchukuo, but has actually grown there during the period our papers have shouted about its decrease.

Of course our sales in Manchukuo are a trifle compared with our entire world trade.

But our Manchukuo sales figures deserve attention for three main reasons:

(1)—They show the complete untrustworthiness of our controlled press, which as in 1917 has sought to stir trouble for us abroad by deceptions.

(2)—They show the trade door of Japanese-controlled territory is as wide open for us as we care to keep it by supplying the goods.

(3)—They provide an index of our trade prospects in China when a regime favorable to Japan supplants the anti-Japanese regime of the now defeated Chiang Kai-shek.

Looking Facts in the Face—

China is now beaten. Sizable battles will continue over inland areas there for some months to come. Minor warfare of the raiding sort will perhaps continue indefinitely there. It has been going on intermittently in China for the last 25 years against every Chinese regime. The new regime will probably be no exception in this respect.

But the army of Chiang Kai-shek as a serious military opponent has been eliminated. If Chiang follows the course of his predecessors, the best he can hope for now is to raise his quitting price by raiding tactics on a minor scale for a few more months. Whatever he does, he is almost certainly not going to return to any position of authority in the part of China with which we and the rest of the world deal.

Practically all the world outside the readers of America's controlled press recognizes this reality. No imaginable good can come from trying to conceal it.

All the Chinese cities significant in foreign commerce, all the railway outlets, all the important waterways, are now in the possession of Japanese forces.

Publicity explaining that Chiang Kai-shek's retreat was to "lure" the Japanese far inland is about like pretending that it was Confederate strategy to "lure" Sherman through Georgia.

The policy of our sensational papers in pretending to expect an ultimate Chiang Kai-shek victory has merely the value of another argument to try to involve America against Japan. The claim is that our aid would save Chiang. The plain fact is that every port through which any supplies might now reach Chiang is in Japan's possession. We could not effectively aid Chiang without war with Japan. That of course is what the hate-campaigners want.

Chiang never deserved the slightest aid from America. He came into power in 1926-27 on the slogan of running us and the British out of China. In the campaign he waged on this slogan many Americans, men, women, and children, were slain. Chiang called off that drive later in the year 1927 and began angling for U. S. support. After importing from Moscow a publicity director to crusade against the missionaries, with slogans calling for killing them, and after a few here and there who did not flee soon enough were slain, Chiang claimed to be converted to Christianity. But only after the present war started, and he was anxious to get American churches on his side, did he make any move to relax the violent anti-religious agitation waged by his party (the Kuomintang) against the missionaries.

This writer is not particularly an advocate of missionary efforts in China, but does emphasize the hypocrisy of Chiang Kai-shek's doings on the subject a few years ago contrasted with Chiang's about-face when he began to seek American aid urgently in the present conflict. Details of the foregoing facts may be found in books by Hallett Abend, J. O. P. Bland, (the Encyclopaedia Britannica writer), and various other writers.

The points stressed in this connection are three:

(1)—Chiang's past attitude toward us was such that he never deserved a mite of U. S. aid.

(2)—Even if he did deserve it, the army of Japan is now between Chiang's forces and the seaports of China, so any effectual move to give him supplies would mean war for us. Nothing on that side of the Pacific is worth war so far as we are concerned.

(3)—We might as well stop talking of the Chinese situation as propagandists fancifully portray it and take a good straight look at things as they are.

And what we see is that China is beaten. The Wu Pei-fu improvised government already has a start toward

reorganization. Of course Wu Pei-fu is a former militarist and provincial chief. Every Chinese of ranking authority since 1911 has been one. So on that score his regime if established will be nothing new for China. As a consolation, we note that Rodney Gilbert and other authorities with a reputation for truth rate him as being of far better calibre than the rest of China's war chiefs of recent times. Somebody or some faction is going to rule China. Wu is the best in sight now. If Wu does not succeed, some other Chinese opponent of Chiang Kai-shek will.

Let Peace Come—

One of the best sayings attributed to Benjamin Franklin was the remark that "There was never a good war nor a bad peace."

The Japanese are as anxious to terminate this war as anybody. It is costly to them to keep garrisons in cities and along the railways. Also, they want to cease fighting to make way for better relations with the Chinese. They don't expect any friendship immediately, but they hope that by getting a regime which will suppress disorders and anti-Japanese violence, as Chiang's regime did not, eventually the two countries can work together.

Naturally the Japanese insist on a government guaranteeing to suppress anti-Japanese agitation of the sort which led illiterate Chinese mobs to violence, and thus contributed to provoke the present war. Any victor nation in such a case more or less names the regime it will tolerate in the beaten country. The Allies did that everywhere among the beaten nations of the World War.

Trade After Peace—

Talk of our trade being shut out of China after the new Chinese regime is established is not supported by any evidence.

On the contrary, the growth of our trade in Manchukuo, and the large purchases the Japanese have made from

us in Japan, indicate that our trade prospects in a reorganized China will be better than ever.

The writer interviewed a number of American business men in Manchukuo in 1937. All paid high tribute to the progress of the Japanese in bringing order to the country—something it never had before. As an example of this one business man representing an American machinery line invited the writer to go on a hunting and fishing trip into the Hsingan Mountains—a procedure considered the equivalent of suicide a few years ago, when tens of thousands of bandits overran the country. In six years, the Japanese have practically eliminated the bandits in all except a few of the eastern and northern frontier regions of Manchukuo.

Japan's program of building dams, railroads and factories in Manchukuo is one of the astonishing developments of our time. Some of the Chinese allied with the dictatorship of Chang Hsueh-liang have left the country. These, as well as the writer could learn, were mostly very wealthy Chinese whose fortunes came largely from militarism—backing the adventures of Dictator Chang Hsueh-liang. The common run of people, so it seemed to this writer, were vastly better off than ever. This seemed to be confirmed in the fact that immense numbers of Chinese have continued to flock into the country since Japanese influence supplanted the very corrupt and very oppressive Chinese military dictatorship preceding—a dictatorship established by the bandit Chang Tso-lin and inherited by his son Chang Hsueh-liang.

Manchukuo Progress—

The contrast between the former and the new conditions was everywhere evident. On the old roads, the ruts were so deep that the writer often saw as many as six ponies pulling a two-wheeled car which carried only half dozen sacks of beans. The Japanese are correcting that steadily with improved roads. Formerly, farmers had to wait for the ground to freeze in most areas before attempting hauling.

As new roads are built, they can haul when they please. No honest person could fail to conclude that the new regime is immeasurably better for the common people. The country's currency, formerly juggled to cheat the populace with shifting paper values, has been stabilized.

It is natural that we should sell more goods under these improved conditions, because the people have more with which to buy. In addition, the investment the Japanese are making calls for all sorts of materials which Japan can not supply, and which America can supply.

Branch Offices—

While we are doing more business in Manchukuo than before, we are now doing it mainly through sales direct to Japanese or Chinese there and less through American branch offices.

This has irritated some Americans, and some dozens of them have quit the country. But our exporters in America are not worried. Selling more now than before, they do not have so much expense for branch offices. There were never more than several hundred Americans, all told, in Manchukuo, and only a fraction of these were in business.

In banking and insurance, several Americans with whom this writer talked in Manchukuo in 1937 charged discrimination in favor of Japan. This writer's impression was that some of these accusations were based on facts. Undoubtedly in instances there has been discrimination in favor of Japanese. But this would be expected in part, aside from politics. Japanese going to Manchukuo learn the language of the people. Even before the 1931-32 change to a new regime, the railways and many other enterprises were largely Japanese. They naturally prefer to deal with persons of their own race and language.

And banking and insurance were never important to us in Manchukuo. At this writer's last information, we were still represented there in these fields, but our future in them

is not bright. But in sales of U. S. goods—the main item—our future is brighter than ever.

Japanese and Chinese buyers in Manchukuo are now buying more from us on their own account than we were formerly able to sell them through our staffs of salesmen there.

Displacement Anxiety—

A small number of Americans in China, operating as salesmen or independent small business firms, are now anxious lest they be displaced.

Should a regime in China become as closely allied with Japan as is the regime in Manchukuo, it seems probable to this writer that the positions of some three or four hundred Americans might be threatened. The writer, however, does not look for any government in China, as far ahead as we can reckon now, to become a direct Japanese affiliate in the manner of Manchukuo's regime. In any case, our men in China, whatever their business, should have the just representations of our government to assure them against political discrimination.

But it is impossible to guarantee them against the advantages of Japanese trade competition. Japanese are closer to the Chinese market. Their ships can haul more cheaply than ours. There are many things Japan makes more cheaply than America can make them. This sort of competition has been in Japan's favor for decades, gradually displacing us in certain goods. It is plain commercial competition, as fair to one as to another. Most Chinese being very poor, naturally low-price goods meet favor there—an advantage for Japan, irrespective of China's future political structure.

What We Can Hold and Increase—

For years past, much of what we have sold in China has been bought by Japanese firms in China. It is said that about half the cotton we have sold to China in recent years has been bought for Japanese-owned mills there.

There is a lesson in these facts. We see that Japanese in China have been buying from us, even prior to the present war, when China was under Chiang Kai-shek. So there is no reason to suppose they will cease buying from us, should their political influence there grow.

Japan is not in a position to supply what we sell as our main exports to China—cotton, petroleum, tobacco, automotive machinery, etc.

The proof is that Japanese in Japan buy these things from us. And they are buying them from us now in Manchukuo.

We can increase our market in these things both in Manchukuo and China as soon as reasonably stable conditions are restored.

The Japanese are excellent managers. Where their influence is felt there is law and order. This is true of Korea, and is becoming gradually true of Manchukuo. No such serene conditions can be expected in China for a long time, for China has been in the turmoil of civil war most of the time since 1911, and millions of men have become used to lives of banditry. But peace between Chinese and Japanese should bring tolerable conditions within two years or so, and sales opportunities for our goods in war-torn areas much sooner.

Opening the Yangtze—

At this writing, there are reports that American business men in Shanghai want the Yangtze river opened at once to foreign mercantile shipping.

The Japanese say the river is still dangerous. Their stand is that incidents might occur should a foreign craft be injured by hitting a floating mine or come within the area of continuing skirmishes between Chinese and Japanese forces.

Experience teaches us that American shipping in zones subject to danger would be unwise. Our war-mongering press of course wants our boats to go where they may be injured. If one should strike a mine or be caught in a bombing expedition, in a river dotted with Chinese craft, the injury to our vessel could instantly be headlined as a deliberate Japanese act of war against America.

From the beginning of the conflict, most U. S. papers have urged keeping our ships in the danger zones. Our sensational press let loose a tirade against the more conservative persons in our government who wanted to keep American craft out of danger. When the Panay, U. S. gunboat, was caught in the bombings designed to rid the river of Chinese ships in the Nanking area, these same U. S. papers that had clamored for our boats to stay there were quick to call the Panay bombing a deliberate act of hostility against America. Of course the bombing of the vessel was deliberate, but that it was deliberate with the knowledge that it was an *American* ship is another matter. The S. F. Chronicle, like most other papers, omitted that part of the U. S. naval inquiry report which described the efforts of a Japanese ground force to signal the Japanese airmen that the ship under attack was American.

As an example of how the war-mongers work, remember the Maine. There was trouble between Cubans and Spanish in 1898. War-scheming U. S. papers clamored for America to meddle. Obediently, our Government sent the battleship Maine. It blew up in Havana Harbor. There was never any publicly known proof as to the cause. But our war-mongers didn't care how the explosion occurred. It was the excuse they wanted for war. They got it.

From such examples of sensational newspaper procedure, we know that if any U. S. ship venturing into danger zones of the Yangtze now, contrary to Japanese urgings, should be injured by a floating mine or be bombed, our sensational press would conceal all moderating details of the event, and headline it as an unprovoked act of war against us.

While engaged in war with the Southern States, the American Government of the North prohibited foreign shipping in territorial waters of the South. America likewise prohibited foreign shipping in affected areas of the Philippines while we were conquering those islands. Such is a general principle of war among all countries. To object to it, and invite an incident for one of our ships on the Yangtze which might be used for war clamor against Japan, would therefore seem an unreasonable gratification of war-seeking newspapers at the expense of plain common sense.

There will be plenty of commerce for our ships in China on a safer basis within a few months if sense rules America.

Alleged Peril of German-Japanese Trade in South America Mere Noise

We have seen just how much this noise about Japan's slamming the door against us in Manchukuo amounts to when reduced to figures.

To wage the hate campaign on another tack, the internationalists have had much to say about the terrible trade threat to us in South America by Germany, Italy, and Japan.

The emphasis in this hate tack has been upon Germany and Japan. Let us look into the evidence.

One Main Fact Speaks—

Going back to the 1926-30 period, before the world was seriously upset by America's depression, we find some interesting figures.

America's annual average of sales to Germany for the four years, 1926-30, was.....\$400,364,000.

America's annual average of sales to Japan for the four years, 1926-30, was\$246,036,000.

So our annual average of sales to both Germany and Japan combined, 1926-30, was.....\$646,400,000.

Keep that last figure in mind for a moment—six hundred and forty-six million dollars, U. S. money, as the value of our sales to those two nations yearly.

Now look at South America. Our annual average of sales to ALL THE COUNTRIES of South America combined, 1926-30, was only.....\$447,860,000.

What does that say in economic common sense?

It says that on the same basis of comparison, computed by the same period, our sales TO Germany and Japan are worth 44% MORE to us than our sales to ALL SOUTH AMERICA, where the two supposedly threaten our trade.

That one fact speaks volumes.

Message for U. S. Business—

Put it this way. Suppose the hate campaigners fully alienate Japan and Germany as customers of the United States in consequence of agitation alleging that those two nations are ousting us in South America.

On the 4-yr. average cited, figuring our sales to Germany and Japan, we would lose \$646,400,000 by alienating those two countries.

Suppose, then, that we kept ALL our high average of 1926-30 sales to South America, amounting to \$447,860,000.

We should be losing by that arrangement a total of \$198,540,000 yearly.

To repeat the great outstanding fact, our normal sales to Germany and Japan are worth 44% more to America than our South American trade which they allegedly menace.

Political Aim—

It is perfectly obvious, therefore, that this noise about the "menace" to our South American trade is not based on economics, but is motivated by political aims not publicly stated.

Figures show that as customers, Germany and Japan combined are worth a lot more to America than all our South American customers combined.

Since the Untermeyer boycott group, plus sub-committees in every part of the United States, and a powerfully organized lobby in Washington, have shut off most of our sales to Germany, Germany is now buying elsewhere. California cotton farmers and dried fruit sellers and oil companies are taking this loss, and thus far keeping meekly quiet about it, to gratify America's most powerful clique. The real price of this sales loss to Germany is met by California ranchers, cotton farmers and wage earners. In 1937 Germany bought only about 33% as much from America as in 1926, for example. If we wish to compare a boom year, 1928, Germany bought about three and three-fourths times as much from us as in 1937.

If elements in the United States having political interests abroad succeed by their hate campaigns in reducing our Japan trade as much as they have already reduced our German trade, American farmers and American workers generally will lose about \$170,000,000 yearly.

Japan is one of our leading cotton customers. Japan is one of our leading oil customers. These items affect the prosperity of the Pacific Coast and particularly the prosperity of California.

Direct and Indirect Losses—

California used to export many millions of dollars worth of dried fruits yearly to Germany. Pressure groups with tremendous political and newspaper power have managed to restrict this formerly prosperous trade until it is now negligible.

That is but a sample. Other commodity markets have been spoiled likewise. The hypocrisy of some of the publicity justifying this robbery of U. S. business, and thereby

the robbery of U. S. workers, is utterly disgusting to anybody who compares facts.

The claim that it is a protest against German discriminations against a minority is absurd when we note that the same publicity forces making that claim clamor for U. S. support of nations where racial discriminations are far more severe.

The claim that it is a protest against dictatorship is likewise shown to be absurd. Our papers are full of clamor to extend our sales in the Soviet Union, in Turkey, in Brazil, in China, in Peru, in Cuba—all of which are dictatorships, some far more severe than Germany.

As one masterpiece of error, the New York Times recently ran an editorial saying we couldn't think of doing much trading with Germany, because large business there is so greatly regulated by the government. But the New York Times didn't seem to raise that issue when praising our trade relations with Soviet Russia, where ALL business is not only controlled, but is actually run by the government.

Check one by one all the claims made by the element anxious to involve America against Germany and Italy and Japan. Not a single one of these claims shows the slightest validity on a basis of comparative facts. Discrimination against minorities—dictatorship—government regulation of business—anything they name may be noted as worse in some of the countries they praise than in the countries they want America to fight. And as a preliminary to fighting, our trouble-seeking element is bent upon imposing more business stagnation, more unemployment, more all-round hardship on average citizens by depriving us of our needed foreign markets.

We don't need to fight any nation. All want our good will.

To repeat, the hate campaigners have already cut off most of our German market. This is costing California

ranchers alone millions of dollars yearly, not to mention other enterprises.

They now scheme to cut off our Japan market. To do this they wage a hate campaign containing all sorts of charges about Japan's slamming the door—charges which upon examination of our own Department of Commerce figures we find to be untrue.

In addition, the hate-campaigners wage all sorts of anti-Japanese boycott agitation—hoping, apparently, to create by economics such strained relations that America can some day be led to fight Japan—one of the great dreams of the internationalists, who wish to see America closely allied with the Soviet Union.

Smothered by the publicity of a controlled press, California farmers have taken the loss of their German market lying down.

Will California cotton farmers, oil men, shipping men, lumber men and others take the threatened loss of their Japan market lying down?

If not, they should begin to move. Their opposition, though a minority, is powerfully financed. It has unlimited press power. This opposition seems chiefly concerned with politics abroad. It is willing to sacrifice the prosperity of average American citizens, the majority, in pursuit of these alien political interests.

Losses to one group of our population, economically, are in some measure borne by all of us. If our farmers are made poorer, most of us are made poorer. This is true in every field of American enterprise.

At least 90% of us bear these indirect losses resulting from lost markets.

Where does the 10 per cent or so ALIEN-MINDED minority in this country get authority to impose economic

hardship and invite foreign strife upon the 90 per cent of us who are AMERICAN-MINDED?

Will Mr. William Loeb, national chairman of the committee leading the drive to boycott Japan, answer that? Loeb is trying to do for our Japan trade what his comrade Untermyer has done for our formerly valuable German trade—ruin it.

Loeb's sponsors are such "liberals" as Mrs. Simon Kuhn, T. A. Bisson, Benjamin Kizer, Max Winkler, Nathaniel Peffer, Oswald Villard, etc. Most organizations as well as individuals active in trying to ruin our Japan trade are on record as very favorable to the Soviets. That throws light on matters. Naturally Soviet sympathizers want trouble between America and Japan—regardless of how many American farmers are ruined by boycotting Japan, which is at present our leading cotton customer, which has always paid debts to us, which is the only world power to have done so, and which altogether has treated us better than any other important country.

When fruit prices were so pitifully low last summer that California farmers found their crop scarcely worth gathering, and when farmers known to this writer were actually letting their fruit rot on the ground, millions of people in Germany were eager to buy it. German negotiations to make possible this and other U. S. purchases were blocked by a minority in America.

A powerful clique in America (not farmers) having tremendous political and press power said NO. By all sorts of "blacklists", pressure lobbies and other obstacles, plus tactics of which the U. S. public generally is not told, hard-working American farmers are thus deprived of a market.

Newspapers and magazine readers are not told of these facts. They are not even hinted in publications which rely on advertising. Our editors live in mortal terror of offending any of their important advertisers.

Our farmers are not important advertisers. So it is quite safe to wage hate campaigns to deprive them of a living. The same papers busy choking off our markets in this fashion run mouthy editorials urging aid to farmers.

At the same time, Germany, Japan and Italy are driven to make greater efforts to boost their trade in South America. Naturally they must trade somewhere. Their populations are human beings. They must eat. They must live. Their own resources are slim.

Our hate-campaigners have made it impossible for Germany to conduct normal trade with America. Now, when Germany is driven to greater trade efforts, in South America, our hate-campaigners cite Germany's sales there as a pretext for more war talk.

Having cut off Germany as a market for our producers in this fashion, our hate-campaigners are busy trying to repeat the same procedure in the case of Japan. The hate-campaigners' stand is this: "No anti-red nation shall trade with America. If any such nation tries to trade elsewhere we shall call that a threat to us."

This drive by America's most powerful clique threatens the peace of the whole world. It is in direct contrast to what Secretary of State Cordell Hull says concerning the value of promoting harmony by removing artificial and abnormal trade barriers.

Bent upon halting anti-red nations from trading with us, our alien-minded minority also forbids them to trade with others. This drive is obviously aligned with foreign politics. It has nothing to do with "protesting against oppressions"—in proof of which note that it has not been directed at the Soviet Union, Turkey, Rumania, or China—all of which are dictatorships far more severe than Germany.

Thomas Jefferson—

Concerning the impropriety of America's attempting to intimidate another nation for reasons of differing institu-

tions, we might well reflect upon the statement of Thomas Jefferson, foremost liberal of American history.

This is what Jefferson said on March 12, 1793:

"We surely cannot deny to any nation that right whereon our own government is founded—that every one may govern itself according to whatever form it pleases, and change these forms at its own will; and that it may transact its business with foreign nations, through whatever organ it thinks proper, whether king, convention, assembly, committee, president, or anything else it may choose."

The populations of Germany, Italy and Japan have their own institutions, and these enjoy in those countries quite as much popular support as our institutions do in America.

The fact that these differ is no more excuse for us to war upon them than for them to war upon us. If we are going to fight dictatorships because they are dictatorships, we should have a battle fleet off Lima, Peru, at this moment, because Peru has the sternest dictatorship in the Western Hemisphere, with opposition elements in exile or in concentration camps. Instead, we have a Good Will delegation in Lima at the very time this is written.

Realities of Trade Threat Rumors—

According to published data, Germany's sales to all South American countries in 1937 totaled \$103,000,000, and Japan's there in 1935 (no later figures at hand) totaled \$30,000,000.

Even if we assume a generous increase since, it seems unlikely that their trade in South America now totals as much as 200 million dollars yearly.

So if we got every bit of Germany's and Japan's South American trade, it would be worth less than a third of what the trade of those two nations is worth to us in normal times.

Even if we could get it all, we could get it only by such hostility as would drive away Germany and Japan as our customers. Thus we'd drive off customers worth \$600,000,000 a year in trying to get their South American trade, which is worth at the most generous estimate only \$200,000,000.

That is not business. It is not common sense.

Suppose we got all Germany's and Japan's South American market? It would be worth less to us than our Japan market alone, where in 1937 we sold goods to the value of \$288,000,000. And of course we could not get all that South American market. We do not produce all the things Germany and Japan sell there. Also, millions of South Americans are quite satisfied to deal with Germany and Japan.

Our firms have always been able to hold their own. They can do so in the future. Sensationalism regarding South America is merely more hate talk against nations agitators want us to fight.

This agitation is plainly political. Much of the noise is stirred by U. S. Communist Party writers and speakers. These people have been campaigning to abolish private property. It is therefore strange that they are so distressed now at the thought of our firms losing money in South America.

Political Penetration Rumors—

As for sensationalism about Germany's and Japan's "political penetration" in South America, that appears equally a pretext for more hate talk.

Of course the Japanese send plenty of good will delegations to South America. They try to honor the South Americans in every way possible. So do the Germans. So do the British. So do we. That is done by all countries engaged in world trade.

Reasons for Germany's particular efforts are obvious. The Germans are anxious to head off an extension to South America of the Jewish boycott drive against Germany such

as now blocks normal trade for Germany in the United States.

As for the horrors of possible dictatorships in South America, we might as well engage in a little plain talk.

Much of South America has had dictatorship government most of the time for the last 100 years, and before that. A number of South American countries have severe dictatorships right now. Nothing is more laughable, outside the United States, where most of our press dodges the fact, than describing the December, 1938, Conference at Lima, Peru, as a meeting to "preserve democracy"—while the meeting is convening in the capital of Dictator Bonavides. Dictator Vargas of Brazil and Dictator Batista of Cuba likewise have representatives to discuss what our press calls the issue of keeping dictatorships out of the Western Hemisphere.

Those are only some of the dictators in this part of the world. A rough check by the writer of dictatorships the world over brings this to light:

More than half the dictatorships of the entire world today are in Central and South America.

So when our controlled press talks about keeping dictatorship out of the Western Hemisphere, we may justly inquire when this is to begin. These comments are not made in any spirit of disparagement. South Americans are entitled to their own form of government as they themselves choose it. Their dictatorships are the real article, too,—with concentration camps, exiling the opposition, etc. Far more political enemies have been shot in several of these countries during the last three years than in all Germany and Italy since Mussolini and Hitler respectively came into power.

And while we're on the subject, note that papers pretending alarm at losses to U. S. trade in South America were not a bit disturbed over Mexico's confiscation of some \$400,000,000 worth of U. S. property—more than the ut-

most imaginable profits on all the trade we might get in South America for decades.

Our hate-campaigners seem interested in U. S. business abroad only when discussion of it can be turned into war talk against the three nations our internationalists don't control and therefore want us to fight.

Note also that during the last two years, since the big drive to line up America with Britain, France, and the Soviet Union (which our war-seeking papers call the "democracies"), most of our papers have almost completely ceased to mention the BILLIONS of dollars owed us by Britain and France.

Mentioning those billions in debts would detract from the scheme to glorify Britain and France for U. S. readers. They must be painted as paragons of virtue to promote the desired military alliance.

Has the hypocrisy of any nation's press ever sunk lower? Pretending horror over losses to our trade in South America, where such alleged losses can be ascribed to Germany, Italy, and Japan, our war-seeking papers totally ignore real losses, where mention of such would interfere with the scheme to promote a British-French-Soviet-American alliance.

One more point just here—let's look into this allegation about our trade losses in South America. Our own Department of Commerce figures should answer the question. This is what we find in Bulletin No. 829:

U. S. sales to all South America	
in 1935	\$174,341,000
U. S. sales to all South America	
in 1936	\$204,222,000
U. S. sales to all South America	
in 1937	\$318,384,000

Our sales in South America gained 55.9% from 1936 to 1937. Just 55.9%. Is that the horrible damage to our

sales, via Japanese-German competition, that our war-mongers are now raging about?

Naturally our controlled press in America does not play up these details. The schedule calls for concentrating on the drive to stir hate against Germany and Japan, particularly, and to some extent on Italy. American readers must be led to think that these are the "dictatorship" countries. It would be awkward to confuse readers by mentioning dictatorships elsewhere, or rough doings of any sort in other countries, though the Hearst papers and a few others include Russia among the dictatorships.

Out of all the current hate campaigning about "resisting dictatorship" and other war talk to involve us in foreign strife, one great fact which our controlled press does not mention stands out:

By actual count, there are MORE dictatorships, and MORE SEVERE dictatorships, on the side our agitators want us to fight for than on the side they want us to fight against.

The British are scheming to get us into an alliance with them. So they have people like Anthony Eden over here bellowing about saving democracy and opposing dictators. But thinking Americans do not forget that Anthony's policy, while he was in office, was getting all the aid possible for Dictator Joseph Stalin of Russia, the severest dictator in the world today. That throws plenty of light on what he means by "opposing dictators." He means opposing some and aiding Stalin. When he talks about saving democracy, his own past record shows he means backing Soviet Russia.

Americans do not need to mix in that kind of European dirt. Whatever muddle Britain and France are in now regarding Central Europe, it is their own muddle, created at Paris 20 years ago by the outrageous greed and oppressions of their own governments. And their propaganda to get us into it again is provably as false as that they used to deceive

Americans in 1917. Eden's talk about "democracy", after his open and ardent support of Stalin, shows that.

South Americans have always had their native form of government. Their temperament is not of a sort to make the rigidly disciplined economies attractive, though their dictators have tremendous personal power. And certainly no people in South America are likely to be infected with the Japanese political system—a mixture of religion, family loyalty and tradition so complex no other people can even understand it, let alone imitate it.

Everybody who knows South America is well aware of these conditions. Sensationalism about "foreign penetration" is obviously a mere pretext for more hate campaigning against the nations our alien-linked agitators want Americans to fight.

The notion of any foreign power seeking to invade South America is equally absurd. No European nation is sufficiently safe at home just now to think of distant conquests anywhere. As for Japan, Japan needs every man for garrison duty in China and as a reserve to meet contingencies on the Soviet frontier.

To think that the Japanese, deeply entangled with these hazards, would simultaneously take on another titanic war against South America plus the United States—on top of Japan's being strained already by fighting in China—is simply too idiotic to discuss.

Mr. Bernard Baruch has set forth this "invasion" notion very alarmingly. Many Americans may sympathize with Mr. Baruch's racial resentment against Germany, and lament the plight of his people under Germany's National Socialism. The continuing hostility of newspapers in America and England contributed to cause Japan in 1936 to form an accord with Germany.

Thus Mr. Baruch's group is more than ever hostile to Japan. This is despite the fact that there has never been

any general expression of anti-Jewism in Japan, and Jews there have been very hospitably received.

However deeply many Americans may sympathize with the plight of Mr. Baruch's people in Germany, and however we may understand his bitterness against Japan by reason of Japan's accord with Germany, it is only fair to state that dispassionate persons fail to find a single scrap of evidence to support his alarm over rumored aims of foreign conquest in South America.

Mr. Baruch managed our last big armaments program, and seems willing even at his advanced age to manage another for us.

But as for the penetration of alien systems, in all Latin America we see evidence of only one instance. This is the progress of bolshevist doctrine in Mexico—where red flags are now about as common as cactus, where the clenched fist red salute has become common, where hundreds of churches have been closed and their priests expelled, and where Comrade Trotsky now makes his home.

This, to repeat, is the only known example of an alien political doctrine having measurable influence on a Latin American government. For some strange reason our press has neglected to dwell upon it, though it is right at our door. Possibly Mr. Baruch will take steps to combat it.

But it is only logical to remark that regardless of what Mr. Baruch may do about symptoms of Bolshevism in Mexico, we can not logically ascribe this outcropping of red doctrine in Mexico to Germany, Italy, or Japan.

Clamor About South America to Divert Attention from Reality

There is much clamor about increasing our South American trade. No sane person objects to increasing it. We need it. We should go after it vigorously.

The catch in current publicity on the subject, however, is plain. This publicity is aimed at antagonizing Japan, particularly, thereby threatening us with the loss of a trade far more important than what we sell in South America during average years.

We don't need to antagonize any nation. We can sell to all, so long as they care to pay their bills.

It is not necessary to alienate Japan in order to continue our trade in South America. Even if this were the choice, we'd throw away as much as we gained, and by average figures, even more.

More Figures on the Subject—

In 1936, Japan bought more from us than all the nations of South America combined.

In 1935, Japan bought more from us than all the nations of South America combined.

In 1934, Japan bought more from us than all the nations of South America combined.

In 1937, our sales to all the countries of South America were about 11% more than our sales to Japan alone.

But checking totals over the last seven years for which we have records—from 1931 to 1937—American sales to Japan have exceeded our sales to ALL the South American countries combined by \$76,000,000.

Once again we see the attempted deception of agitators who would cause us to lose this valuable Japan trade on the pretext of "preserving" our South American trade—which is worth less to us.

The agitators would drive off a first rank customer by a publicity campaign to "save" a second rank customer.

Our Trade in Main Items Not In Competition With Japan's

It would probably take a war to do it, but allowing a war against Japan (which we shall assume that we might win in two or three years at a cost of 50 billion dollars), and allowing that we got ALL THE TRADE Japan now has in South America, what would we have?

Nothing worth bothering about.

Export and import tabulations from abroad are generally published two years or so late, and the latest figures this writer can get for Japan's trade in South America cover 1935.

These are not available in any work the writer has from our own government. So we shall consult the Japan Year Book for 1936, which gives figures for 1935. This source is commonly accepted as reliably accurate by economists everywhere.

Japan's S. A. Trade—

From the reference cited, we learn that in 1935 Japan's sales to all countries of South America combined were Yen 91,109,000.

But in the same year AMERICA'S SALES TO JAPAN were Yen 809,644,000.

On this basis, we see that even if we could grab all the trade Japan has with all South America, it would be worth only about one-ninth of what our sales to Japan are worth to us.

Those figures, to repeat, are for 1935.

Possibly Japan's sales in South America have increased considerably since—reports say so.

But even supposing that Japan's trade there has as much as doubled since 1935, we see that it would still be

worth to us only about a fourth what our Japan trade is worth to us.

Any way the thing is figured, what our agitators are raising a noise about is not worth nearly as much to us as keeping the trade we already have with Japan.

Japan's sales in South America for the last year reported, 1935, totaled 91 million yen. That is about \$22,000,000. Profits at 10% would be \$2,200,000 yearly. Fighting Japan would cost us fifty BILLION dollars. Suppose we got ALL Japan's South American trade. Fighting Japan would cost more than our yearly profits on it for 22,000 years.

The antics of our sensationalists become more and more absurd as we study trade figures.

Clamoring to send good will missions and so on to South America to boost our trade there, the same newspapers are waging hate campaigns to drive away many times as much trade with Japan as we could hope to get in South America.

Complementary Trade—

In main items, our trade is less competitive with Japan's than with any other country's.

Much of what Japan sells is what we do not produce at all—silk, very cheap toys, etc.

Much of what we sell is what Japan does not produce in exportable quantities—wheat, flour, lumber, oils, automobiles, certain kinds of farm machinery.

In this light, there is no valid basis for trade friction with Japan.

Nature has given each of our two countries certain endowments. On a sane basis these should make for the greater prosperity and contentment of each. Only a few hate-campaigners, war-seeking internationalists anxious for a U. S.-Soviet alliance, and newspaper publishers eager for

circulation want to make trouble where there is no occasion for trouble.

Japan is better off by what she buys from us.

We are better off by what we buy from Japan.

South Americans are better off from what they buy from both of us.

This natural exchange, with each nation selling its specialty to buy another nation's specialty, is an orderly economic principle. It benefits all.

Only the hate-campaigners and war-mongers object. They don't want peace. They don't even want prosperity here in America. They thrive on discontent. That aids their political schemes, national and international. Sane Americans must resist this effort. The drive to get us into trouble, by elements here at home, is a far graver threat than anything menacing us from abroad. The proof of this danger is evident in the amount of lying—particularly misrepresentation of trade realities—which the schemers engage in to effect their ends.

Where America is Strong—

Provided we keep our factories, ships, lumber mills, farms and oil refineries going, there need be no fear of Japan's displacing our trade anywhere.

Nature was not kind to Japan in these main items. Japan has not the facilities to make automobiles as good as ours at our price. Japan has not our wheat lands, our forests, or our oil wells. Even if Japan absolutely dominated China—which does not seem probable—Japan would still have none of these things.

There are no forests of consequence in China, no known oil wells of consequence, and land is so scarce there is not much produced as people in that part of the world need to eat. China imports flour from America, and also rice.

We are safe in all our main trade items.

Wherein, then, is the occasion for all the noise about dangers to our trade from Japanese trade "penetration" in South America?

There is no occasion for it.

Japan can make certain things—cloth especially—cheaper than we, and sell it in South America cheaper than we. That is no crime. We have the world's pick of most things—we can't expect to top it by having labor as cheap as Japan's.

And what the hate-campaigners don't mention, in talking of the horrors of Japanese cotton cloth sales in South America, is that Japan buys most of the cotton to manufacture that cloth from America.

Japan sells other things there, too—such as bicycles for \$5 or \$6—upon the whole making a trifling total.

America could not meet that market even if Japan didn't exist. Our labor costs are too high. And for that class of trade, the South American benefits from Japan's cheap manufactures. He wouldn't have a bicycle at all if he had to pay our price. We could not sell him, in these low price items, under any circumstances. Japan's trade in such is for the most part not competitive with ours, though naturally it is to some extent in cloth, very low price electrical things, etc. But we have our share. We are going to hold it. We hope we can greatly increase it. There is no cause for a row over plain principles of economics where we, after all, are far ahead of Japan, and so well endowed naturally that Japan can not displace us in our main items.

Our Japan Market Growing Faster Than Any Other of Importance By Long Range Yearly Sales Totals

Agitators have sensationalized the report that Japan's trade in South America has been increasing rapidly during the last three years.*

Sales of U. S. goods in South America increased by 55% from 1936 to 1937.

Those are U. S. Dept. of Commerce figures.

When our sales in S. A. increased by 55% in 1937, apparently resulting in part from the more stable political conditions there and also from special U. S. trade and credit deals, can anybody say we are being ousted by Japan?

Japan, Our Third Customer—

Japan is America's third best customer.

By long range averages, Japan is one of our best prospects for commodity outlets. Here are some informing figures on this point—figures from the U. S. Dept. of Commerce:

U. S. sales to British Isles

(United Kingdom) in 1937....39% below 1926-30 average.

U. S. sales to Soviet Union

n 1937 45% below 1926-30 average.

U. S. sales to all nations

of South America, 1937.....29% below 1926-30 average.

U. S. sales to Japan, 1937....17% ABOVE 1926-30 average.

* Just as this booklet goes to press, trade figures in an article by Turner Catledge show Japan's sales in all Latin America in 1937 amounted to only 2.7% of Latin America's imports.

Soviet Trade Exaggerations—

Five years ago there was tremendous publicity for America to recognize the Soviet Union. Editors of many papers outdid one another to paint a glowing picture of the colossal market America would have there. Innumerable writers said such trade would bring closer the relations of what they called the two "great democracies"—America and the U. S. S. R. Much of this publicity has continued in one way or another, leaving the notion that our Soviet market is something of vast importance.

Let us look at the evidence. Figures are from U. S. Dept. of Commerce Bulletin No. 839.

Sales of U. S. Goods, by Years

Year	To Soviet Union	To Japan
1934	\$15,011,000	\$169,567,000
1935	24,743,000	203,283,000
1936	33,427,000	204,348,000
1937	42,903,000	288,378,000

As a matter of fact, our sales to the U. S. S. R. now are not nearly as much as for the 1926-30 average, which was \$77,666,000 per year.

Our sales to the U. S. S. R. in 1937, the highest year recorded since our recognition, were only 55% of our 1926-30 average sales there.

But our sales to Japan in 1937 were 17% ABOVE our 1926-30 average sales to Japan.

And the totals just given show Japan is a customer of real importance, whereas our Soviet market, despite the fact that our "liberals" have practically broken their necks to increase it, has remained comparatively insignificant.

In 1937, after our liberals had made most strenuous efforts to increase our Soviet sales, these were still only about a sixth of our sales to Japan.

Continuing political tension in the U. S. S. R. may explain the failure of that market to develop. Anyway, our Japan sales, which our papers have made no effort to increase, and have actually tried to destroy by hate-campaigns, boycott agitation, etc., have remained an important item in our world trade. Our Soviet sales have not become so.

On the Way Up—

Consulting the Encyclopaedia Britannica, we see that America's sales to Czarist Russia, a generation ago, before the World War, averaged around \$32,000,000 per year.

But in the last four years, since and including 1934, our sales to Russia and Siberia have averaged only \$28,000,000 per year.

Our sales to Russia are less than in Czarist times before the World War.

Again consulting the Britannica, we see that America's sales to Japan in 1907 were \$42,000,000.

But in 1937, just thirty years later, our sales to Japan were \$288,000,000, or about six times as much as thirty years ago.

Thus during the last generation Russia has not increased very much in importance as a customer for America, and on the last four-year average has actually gone backward.

Meanwhile Japan's importance as an American customer has climbed rather steadily, and from 1907 to 1937 showed a gain of about 700%.

It is plain to be seen who is really buying our goods, and where our sales prospects are in terms of figures. We don't need to drive off any customer. Let the Soviets buy all they can pay for. But there is no need to drive off one of our best buyers—a buyer really worth something—in

agitation to help the Soviet Union, a customer which after all is not very important.

It is plain to thoughtful students of this subject that America now has two great needs respecting foreign affairs. One need is LESS HATE. The other need is MORE TRADE.

It is propaganda for hate—hate to gratify the alien aims of an alien-minded minority among us—that is mainly holding back our foreign trade now.

Average Americans — you and I — are paying the penalty. The millions of unemployed whom you pay taxes to support are to a considerable extent unemployed because of this hate propaganda which curtails our foreign trade.

America now has millions of bales of surplus cotton. Figures indicate this surplus may soon equal an entire year's crop. And in the face of that, our alien-minded minority, through its press control, agitates to stop trade with Japan, one of our leading cotton customers. In cotton, as in many other commodities, foreign trade is the margin which makes the difference between prosperity and stagnation—between livelihood and destitution—for millions of Americans.

Note that while Soviet sympathizers here are leaders in the boycott campaigns against anti-red nations, the Soviet Union itself lets nothing interfere with ITS OWN trade. According to published figures, the Soviet Union is now Germany's second best customer, under trade deals arranged by Foreign Commissar Finkelstein and others. The plan is clear. America is to take the loss in these boycott campaigns. We have yet to hear of any move by Moscow to boycott Japan, though reds who get their orders from Moscow lead in boycott drives here.

As in 1917, deception is the main reliance of our controlled press in stirring hate. All the pretensions of naming aggressors, democracies, dictators, allegations of foreign

enetration, etc., are built upon concealing real news and headlining faked news. This is a provable statement, and by way of confirmation any interested reader is invited to check the data outlined herewith. The booklet cites but a few samples. The rest of the hate campaign sensationalism of our editors is equally false.

There is no reason why average Americans should suffer the losses we now suffer, or be exposed to needless foreign strife, merely to gratify an alien-minded minority whose aims are not those of the majority of Americans. Nor is there any reason why we should engage again in needless hate feasts to obey a press servile to such an alien-minded minority—a press whose record of deliberate deceit in 1917 is still remembered by Gold Star mothers, and whose efforts to repeat those deceptions now are clearly evident.

LESS HATE will be the best contribution we can make to ourselves, and to the rest of the world.



EXTRA COPIES *of* THIS BOOKLET—

Facts set forth in this booklet have been carefully authenticated. They may be verified by any inquiring person.

More Americans should know these facts. Many of your own friends, business associates, neighbors and employes would like to know them.

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